MAY 12'97

10:06 No.002 P.01

9-pages



SENT VIA FAX
and Overnight Mall

May 12, 1997

URGENT REQUEST!! M. A. BELNIAK Key Account Manager 227-A South Street Hopkinton, MA 01748

Phone: 508 435 8613 Fax: 508 435 8591

Voice Mail: 1-800-757-8255 ext. 67719

To:

Boston R.O.U. #1110

New York Metro R.O.U. #1210

Philadelphia R.O.U. #1310

Buffalo R.O.U. #1610

For Dissemination to all Sales Reps and Retail Reps on Attached List -- Via Overnight Mail

Copies to Division Managers & Retail Managers

RE:

**BJ'S WHOLESALE CLUBS** 

CID # 2515 00 00

Ladies and Gentlemen:

BJ's Wholesale Clubs has requested the assistance of all eigarette manufacturers to reset carton fixtures in selected locations..

Each cigarette manufacturer has been requested to have a representative present at 8:00 AM on the established dates listed below.

I apologize for such short notice and, in the event you cannot have an individual present as requested, please let me know ... my phone # (1-508-435-8613).

Schedule attached

Plan-o-grams attached

Thank you for your help.

Sincerely,

M. A. Belniak

MAB/nsk Attachments This letter was never

ROU, It went

to Mark Joung

J. Awich

Source: https://www.industrydocuments.ucsf.edu/docs/nhby0000

51850 62



DATE	Club#	Account #	City/State	Sales Rep	Retail Rep
MAY 20, 1997	13	537874	Maple Shade	133407	133427
	16	562491	E. Farmingdale	122307	122326
	21	435394	Allentown, PA	133204	N/A
	33	550267	Fairfax, VA	292604	N/A
	40	461230	Baltimore, MD	132205	N/A
	44	636936	Jersey City, NJ	122114	122620
	59	553635	Pasadena, MD	132204	N/A
	74	596629	Mays Landing, N.)	133401	133422
					·
MAY 21, 1997	2	646870	Johnston, RI	112807	112824
	24	655728	Westboro, MA	112610	112629
	34	437696	Stoughton, MA	113005	113026
	38	512225	Auburn, MA	112810	112827
	47	594233	Framingham, MA	112609	112628
	55	602078	So. Attleboro, MA	112809	112826
	310	685673	Auburn, ME	112207	112227
MAY 22, 1997	17	499710	Salom, NH	163805	163820
	48	585791	Ledgowood, NJ	133008	133020
	53	602078	Wappinger, NY	162308	162329
	84		Waterford, CT	112804	

16 FOOT CARTON FIXTURE 5 SHELVES

P.M.	2	PM	Page .	PW	4 PEST 13 WIDE
5	£	Æ	Z.	LEM	4 PEST 13 WIDE
RR	P.C.B.	<b>10</b>	108	BAW	4 REET 13 WIDE
RAR	R.R.	<b>3</b>	LOA	BEW	4 FRIST IS WIDS

CLUB #

#74 Mays Landing #84 Waterford, CT #310 Auburn, ME

51850 6232

18 FOOT, 5 SHELVES

20 FOOT CARTON FIXTURE 6 SHELVES

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	RUR	HLA	RAR	LOR	BEW	BAW	AFEST 13WIDE
	RATE .	<b>E</b>	RR	нот	мтв	W¥ff	4 FEET 33 WIDE

#2 Johnston, Ri #47 Framingham, MA

1183.4

51850 6233

20 FOOT, 6 SHELVES

800/100D

BY S WHOLESALE

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8780790

S SERVICE CENTER PLANOGRAM

24 FOOT CARTON FIXTURE 6 SHELVES

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RJR	FJR	RJR	LOR	ATB.	77 T	AFERT 13 WIDE
RJR	H.18	RJR	108	B&W .	B&W	4 PART IS WIDE
RJR	F2.57	RUR	HO7	LOR	9.6W	AFMUT 13 WUDB

CLUB#

Allentown, PA

24 FD01, 6 SHELYES

51850 6234

800/900 🔁

BY & MHOLESALE

1608 TSB \$092

16/60/80

18 FOOT CARTON FIXTURE **6 SHELYES** 

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BAN	1.98	<b>7</b>	25.4
AP E	B EW	<b>2</b>	LAM
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	#34 Stoughton, MA	MA	
		-	

Hoxbury, NJ

51850 6235

16 FOOT, 6 SHELVES

24 FOOT CARTON FIXTURE 5 SHELVES

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Y	M.d.	#	Xd	XI.	PIS 4.FRGET 13 WADE
	Md	<b>PM</b>	Z	LOR	PM 4 REEF 13 WIDE
	RAR	RJR	H01	807	LAM 4 Figgs 13 Wide
	RAR	H.H.	RUR	WEB	BRW 47367 13 WIDE
	Z	<b>878</b> ·	# 72	BEW	B&W + PEST 13 W2DE

Maple Shade, NJ

24 FOOT, 5 SHELVES

51850 6236

600/800

B1 2 MHOLESALE

16/60/80

28 FOOT CAHTON FIXTURE 6 SHELVES

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тах, УА	Attieboro, MA	adena, MD
#33 Fe	#55 Sa	#59 Pa

28 FDOT, 6 SHELVES

51850 6237

#### L'S SERVICE CENTER PLANOGRAM E.

20 FOOT CARTON FIXTURE 5 SHELVES

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	3	7	PW	25	PM 4 REET 13 WIDE
	F.	M.	Md	HOT	PAS 4 FROST L3 WIDE
	P.W.	RJR PM	£03	EOR	LEM 4 PEET 13 WIDE
	RJR	RJR	RJR.	BEN	L&M 4 FREET 15 WIDS
	E .	Par	RAR	₩¥96	BSW STEEL SWIDE

Westborg

20 FOOT, 5 SHIEVES

51850 6238

800/1000